

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	37	26	+42.3%
New Listing Volume	\$832,900	\$829,000	+0.5%	\$13,998,500	\$8,331,000	+68%
Active Listing Count	—	4	—	N/A	N/A	
Active Listing Volume	—	\$1,560,500	—	N/A	N/A	
Average Listing Price	—	\$390,125	—	\$396,761	\$424,200	-6.5%
Median Listing Price	—	\$408,250	—	\$361,303	\$407,506	-11.3%
Median Days in RPR	—	58	—	30.52	111.25	-72.6%
Months of Inventory	—	1.3	-100%	1.9	3.1	-37.8%
Absorption Rate	—	75%	—	52.63%	32.76%	+19.9%
Sales Activity Charts Metrics						
New Pending Sales Count	—	7	—	30	27	+11.1%
New Pending Sales Volume	—	\$2,817,900	—	\$13,013,700	\$9,439,500	+37.9%
Pending Sales Count	—	12	—	N/A	N/A	
Pending Sales Volume	—	\$4,366,700	—	N/A	N/A	
Closed Sales Count	3	7	-57.1%	22	20	+10%
Closed Sales Volume	\$1,507,000	\$2,664,500	-43.4%	\$9,371,000	\$7,378,200	+27%
Average Sales Price	\$502,333	\$380,643	+32%	\$425,955	\$368,910	+15.5%
Median Sales Price	\$380,000	\$299,000	+27.1%	\$396,773	\$333,095	+19.1%

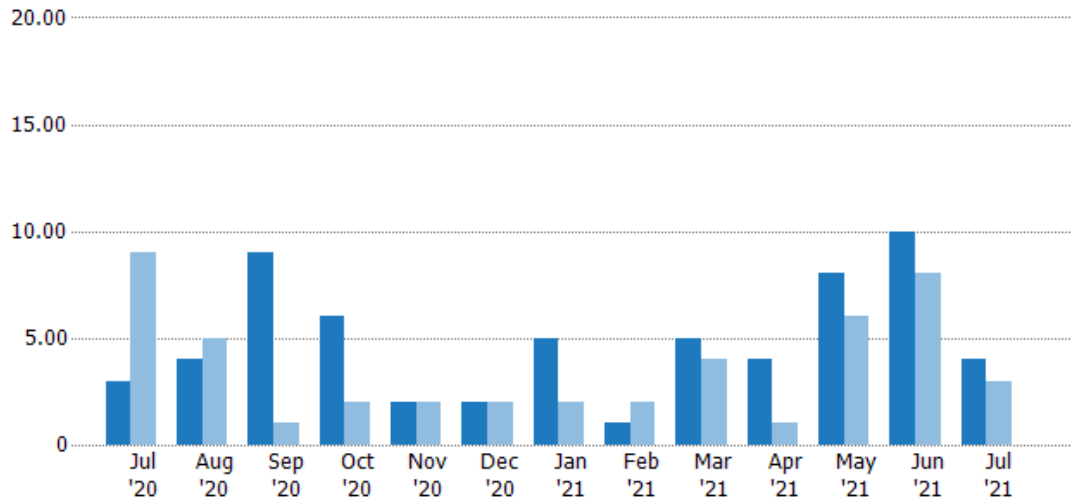
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Jul '21	4	33.3%
Jul '20	3	-66.7%
Jul '19	9	-33.3%



Current Year	3	4	9	6	2	2	5	1	5	4	8	10	4
Prior Year	9	5	1	2	2	2	2	2	4	1	6	8	3
Percent Change from Prior Year	-67%	-20%	800%	200%	0%	0%	150%	-50%	25%	300%	33%	25%	33%

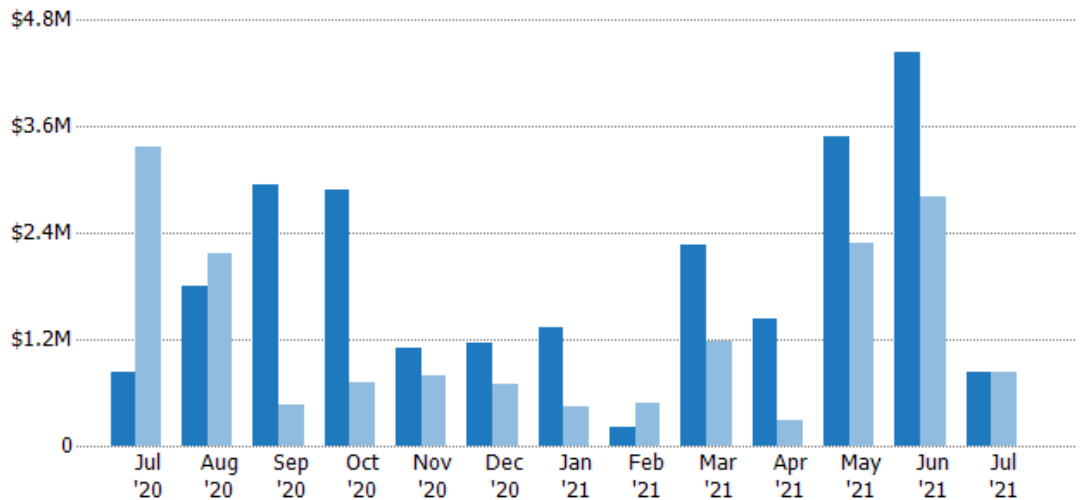
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Jul '21	\$833K	0.5%
Jul '20	\$829K	-75.4%
Jul '19	\$3.37M	-44.8%



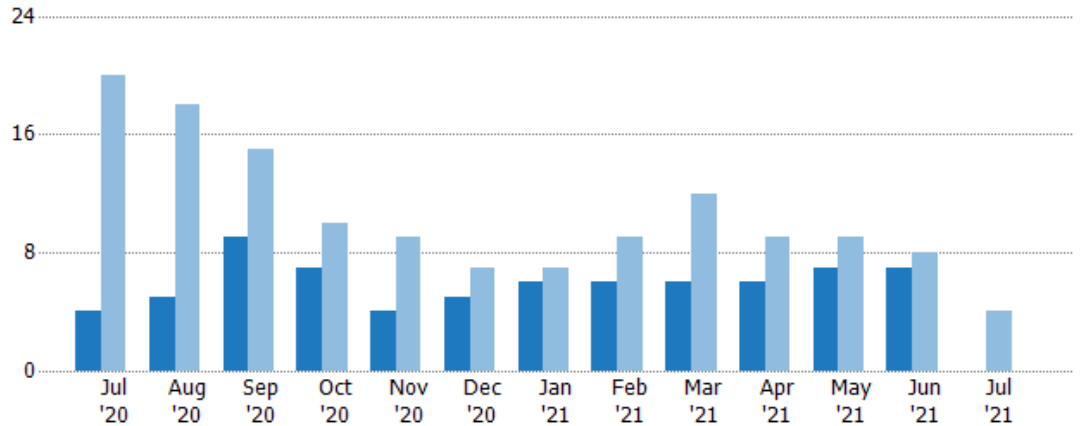
Current Year	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.44M	\$3.48M	\$4.44M	\$833K
Prior Year	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$690K	\$441K	\$488K	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K
Percent Change from Prior Year	-75%	-17%	546%	310%	37%	69%	201%	-57%	92%	388%	53%	58%	0%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



Percent Change from Prior Year

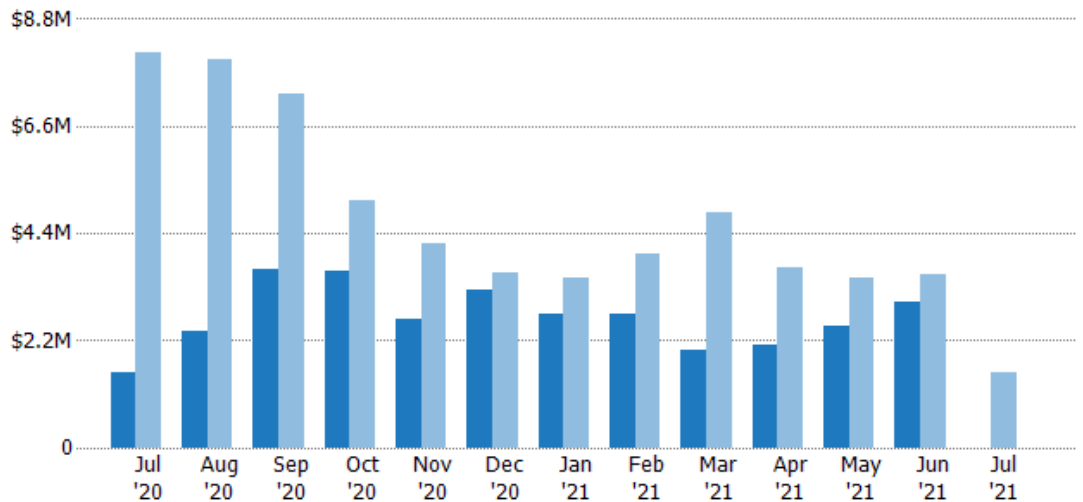
-80% -72% -40% -30% -56% -29% -14% -33% -50% -33% -22% -13% -100%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



Percent Change from Prior Year

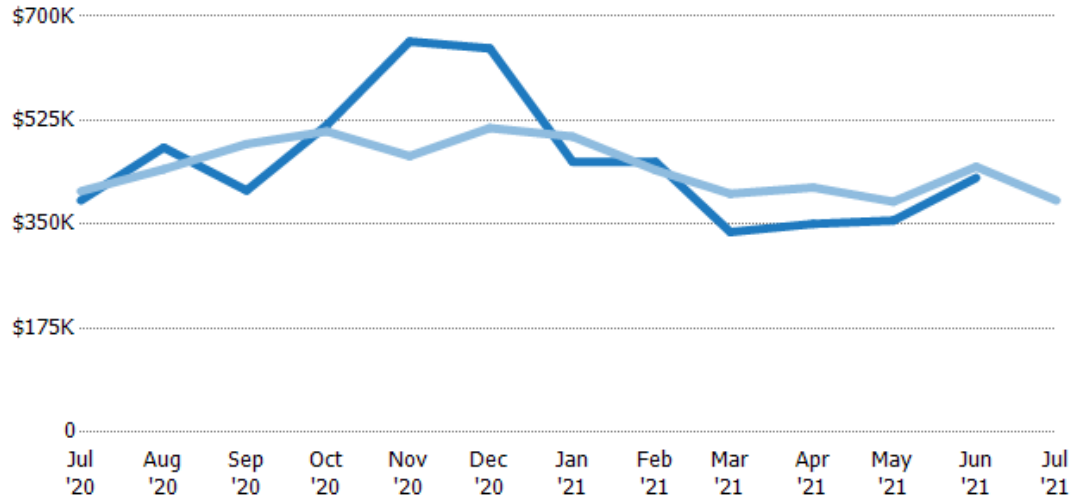
-81% -70% -50% -29% -37% -10% -22% -31% -58% -43% -29% -16% -100%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



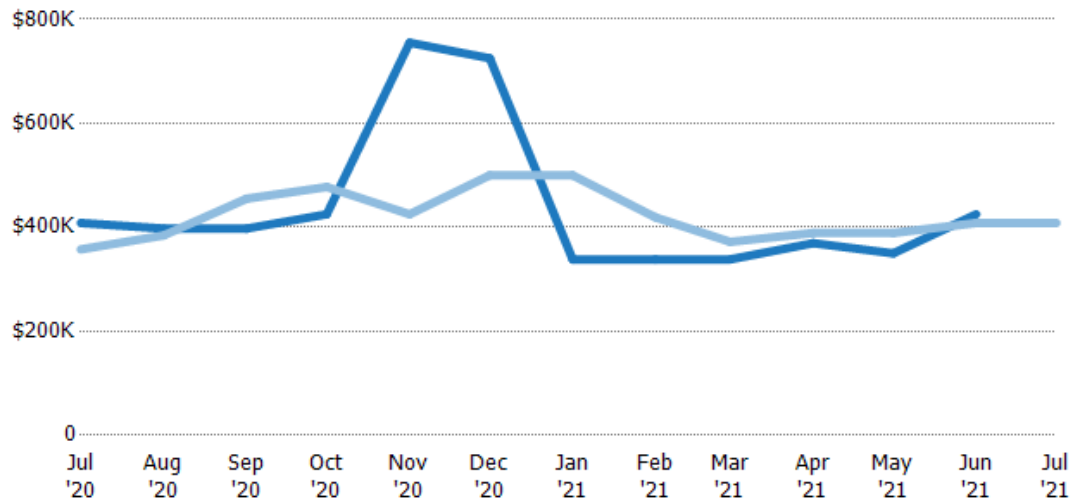
Current Year	\$390K	\$479K	\$407K	\$517K	\$658K	\$646K	\$455K	\$455K	\$337K	\$351K	\$356K	\$428K	-
Prior Year	\$406K	\$443K	\$485K	\$506K	\$465K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K	\$447K	\$390K
Percent Change from Prior Year	-4%	8%	-16%	2%	41%	26%	-9%	3%	-16%	-15%	-8%	-4%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



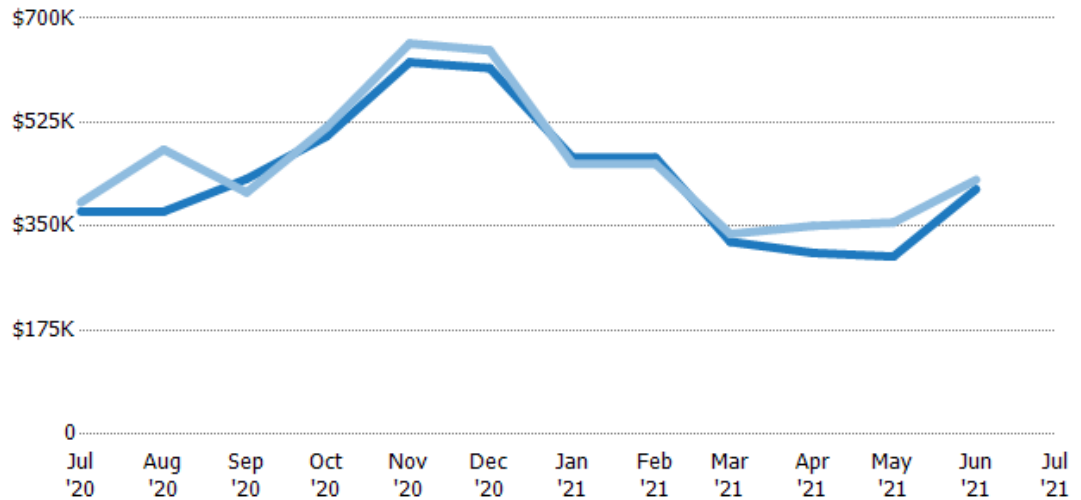
Current Year	\$408K	\$398K	\$398K	\$425K	\$755K	\$725K	\$338K	\$338K	\$338K	\$369K	\$350K	\$425K	-
Prior Year	\$357K	\$384K	\$455K	\$477K	\$425K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K	\$408K	\$408K
Percent Change from Prior Year	14%	3%	-13%	-11%	78%	45%	-32%	-19%	-9%	-5%	-10%	4%	-100%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

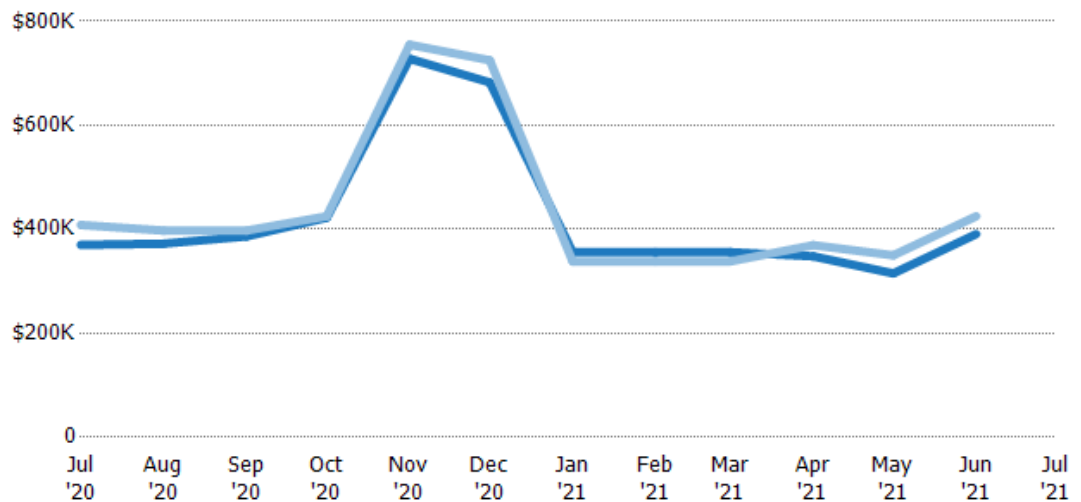


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

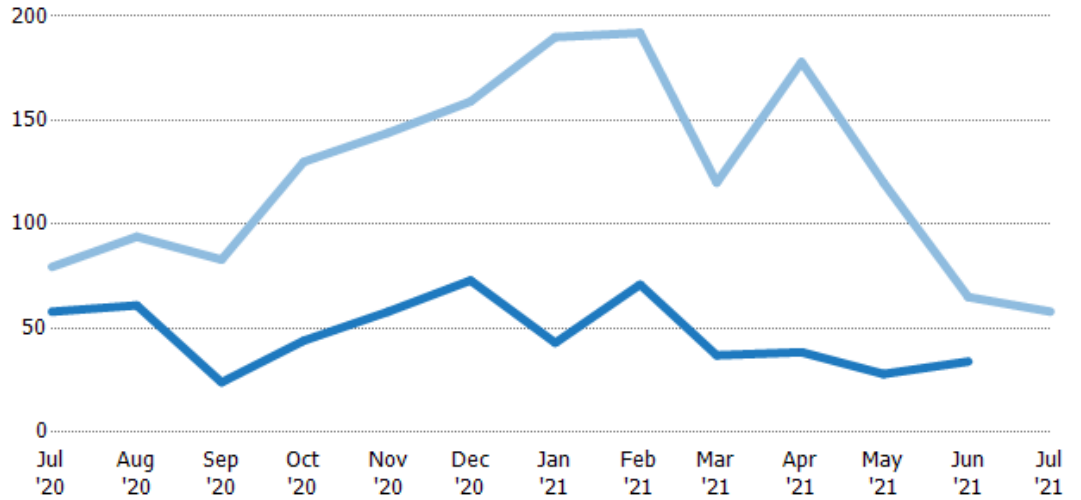


Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



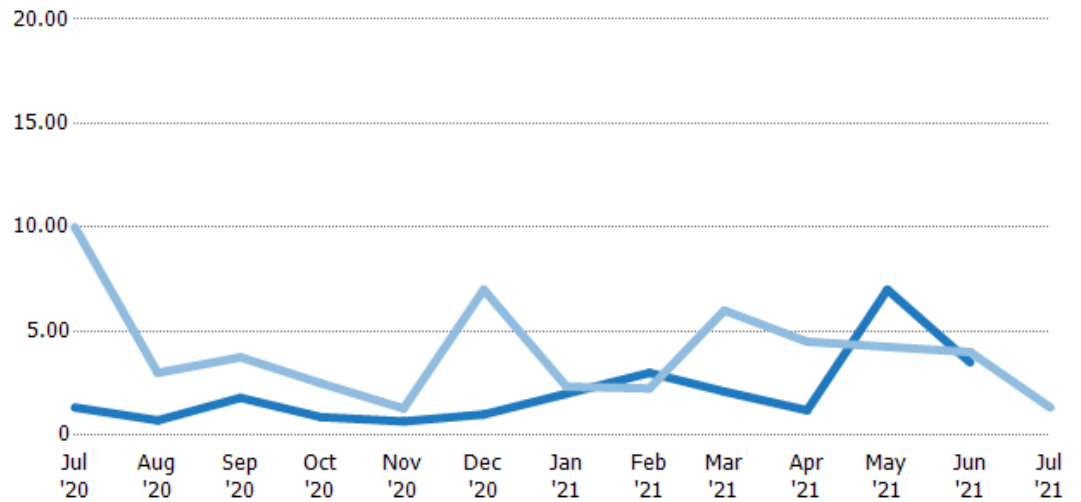
Current Year	58	61	24	44	58	73	43	71	37	38.5	28	34	-
Prior Year	79.5	94	83	130	144	159	190	192	120	178	120	65	58
Percent Change from Prior Year	-27%	-35%	-71%	-66%	-60%	-54%	-77%	-63%	-69%	-78%	-77%	-48%	-100%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



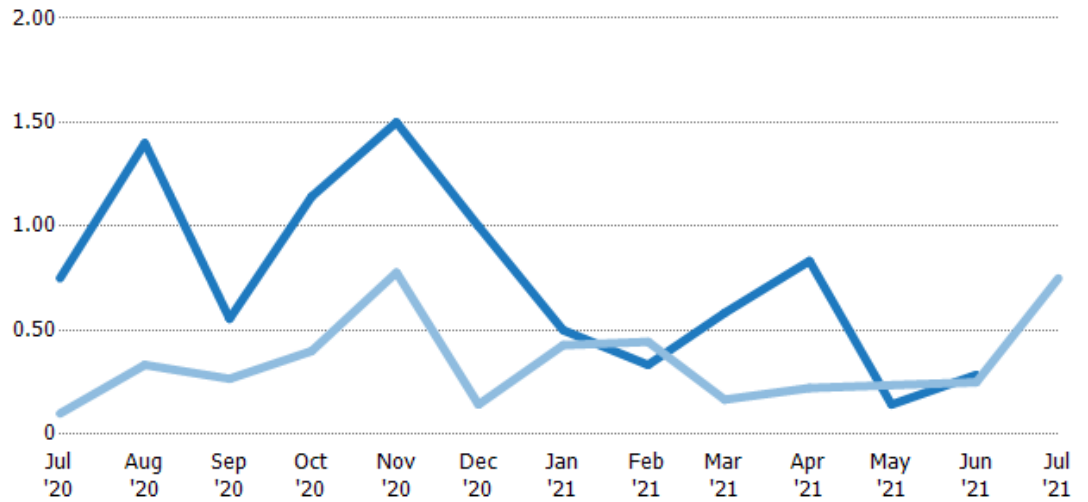
Current Year	1.33	0	1.8	0	0	1	2	3	2.1	1.2	7	3.5	-
Prior Year	10	3	3.75	2.5	1.29	7	2.33	2.25	6	4.5	4.25	4	1.33
Percent Change from Prior Year	-87%	-76%	-52%	-65%	-48%	-86%	-14%	33%	-100%	-73%	100%	-13%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



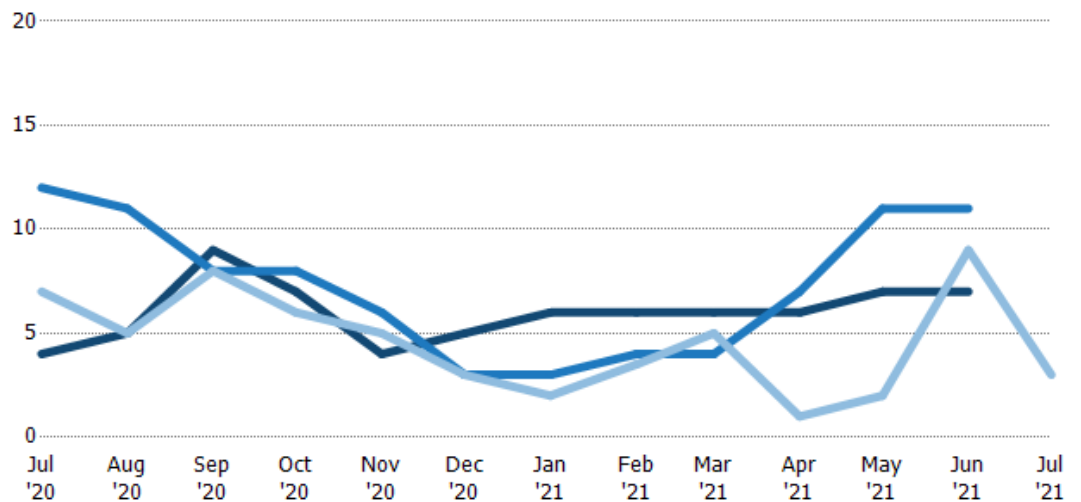
Current Year	75%	140%	56%	114%	150%	100%	50%	33%	58%	83%	14%	29%	-
Prior Year	10%	33%	27%	40%	78%	14%	43%	44%	17%	22%	24%	25%	75%
Change from Prior Year	-65%	-107%	-29%	-74%	-72%	-86%	-7%	11%	17%	-61%	-14%	-4%	75%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



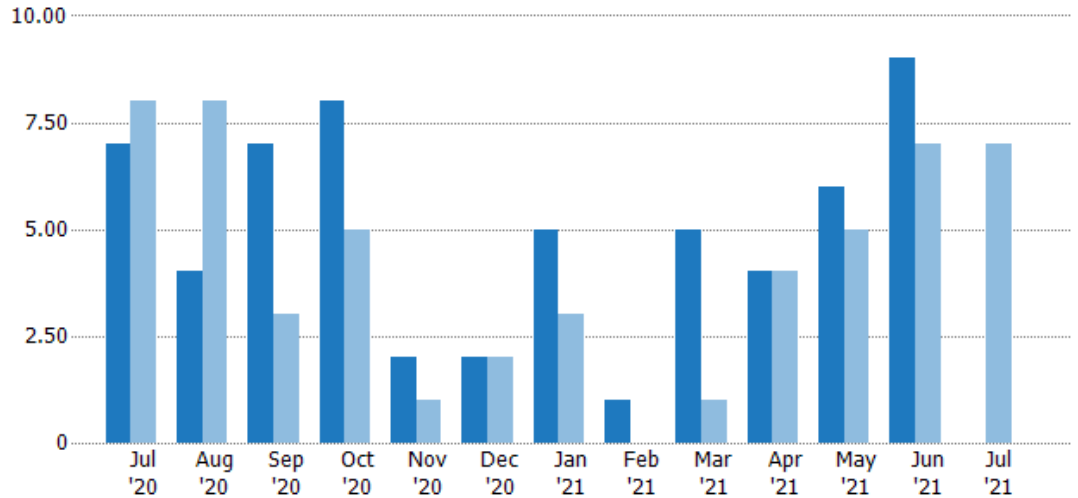
Active	4	5	9	7	4	5	6	6	6	6	7	7	-
Pending	12	11	8	8	6	3	3	4	4	7	11	11	-
Sold	7	5	8	6	5	3	2	3.5	5	1	2	9	3

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



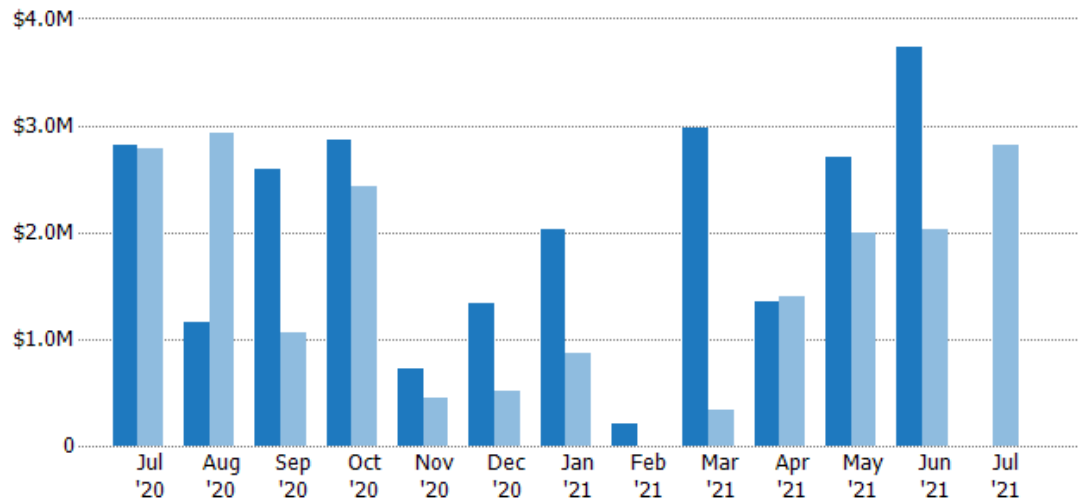
Current Year	7	4	7	8	2	2	5	1	5	4	6	9	-
Prior Year	8	8	3	5	1	2	3	-	1	4	5	7	7
Percent Change from Prior Year	-13%	-50%	133%	60%	100%	0%	67%	100%	400%	0%	20%	29%	-100%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



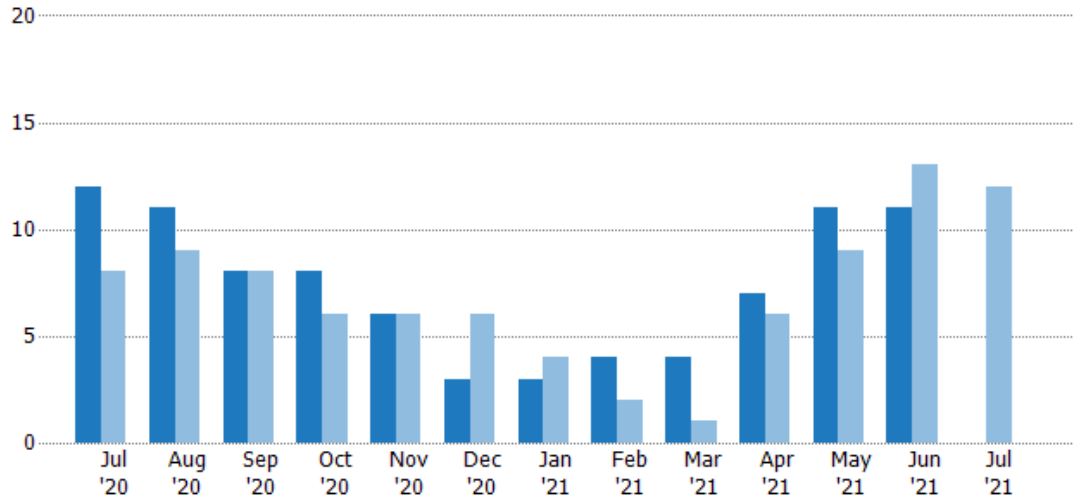
Current Year	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M	\$3.74M	-
Prior Year	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M
Percent Change from Prior Year	2%	-60%	144%	18%	58%	160%	134%	100%	776%	-3%	36%	85%	-100%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



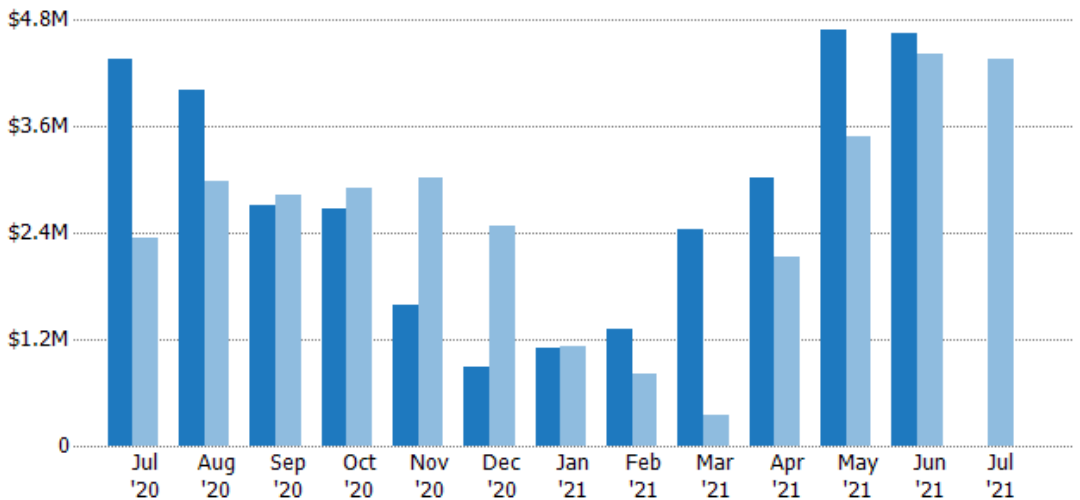
Current Year	12	11	8	8	6	3	3	4	4	7	11	11	-
Prior Year	8	9	8	6	6	6	4	2	1	6	9	13	12
Percent Change from Prior Year	50%	22%	0%	33%	0%	-50%	-25%	100%	300%	17%	22%	-15%	-100%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



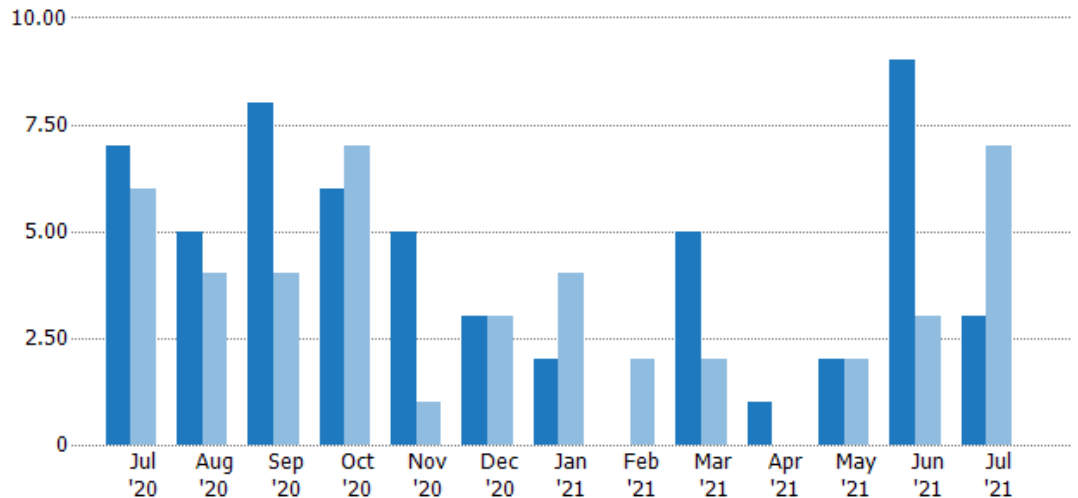
Current Year	\$4.37M	\$4.02M	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$4.7M	\$4.64M	-
Prior Year	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.48M	\$1.13M	\$805K	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M
Percent Change from Prior Year	86%	35%	-4%	-8%	-47%	-64%	-3%	63%	619%	42%	35%	5%	-100%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



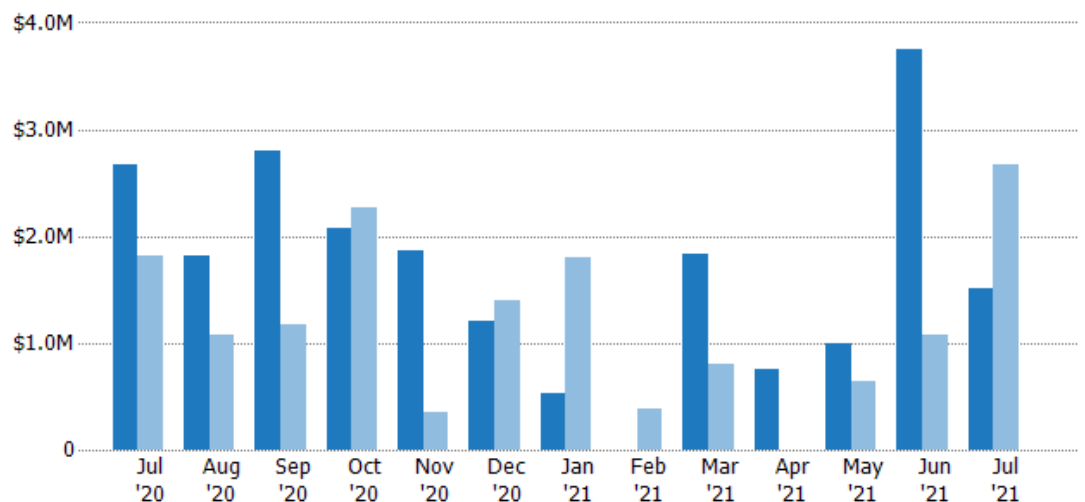
Current Year	7	5	8	6	5	3	2	-	5	1	2	9	3
Prior Year	6	4	4	7	1	3	4	2	2	-	2	3	7
Percent Change from Prior Year	17%	25%	100%	-14%	400%	0%	-50%	-100%	150%	100%	0%	200%	-57%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



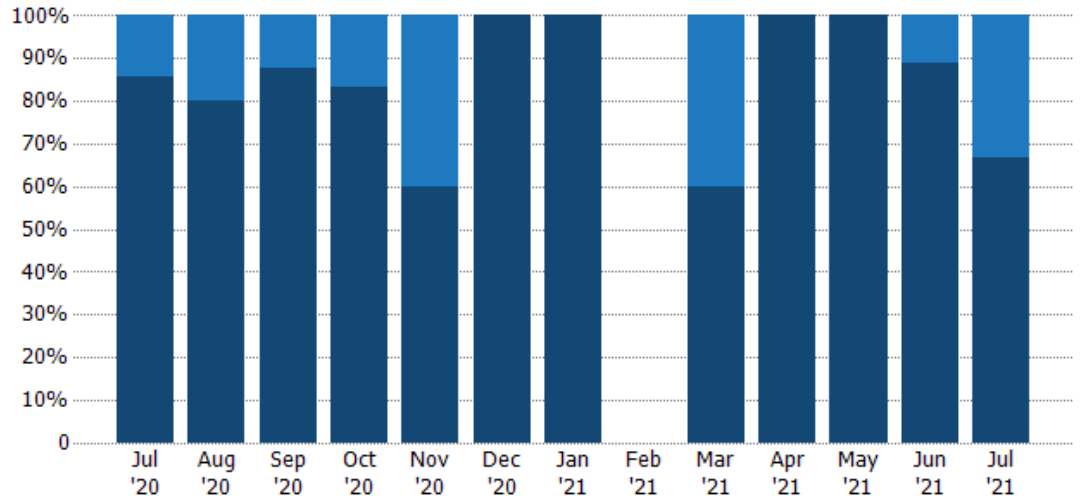
Current Year	\$2.66M	\$1.82M	\$2.8M	\$2.07M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K	\$3.75M	\$1.51M
Prior Year	\$1.82M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$392K	\$810K	-	\$645K	\$1.07M	\$2.66M
Percent Change from Prior Year	46%	70%	139%	-9%	435%	-13%	-71%	-100%	127%	100%	55%	250%	-43%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



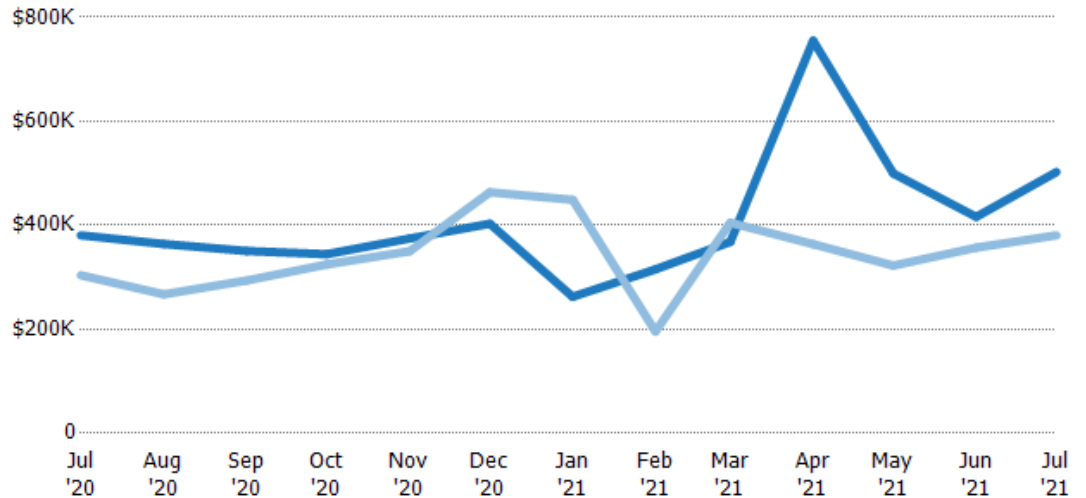
Condo/Townhouse	14%	20%	13%	17%	40%	-	-	-	40%	-	-	11%	33%
Single Family Residence	86%	80%	88%	83%	60%	100%	100%	-	60%	100%	100%	89%	67%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



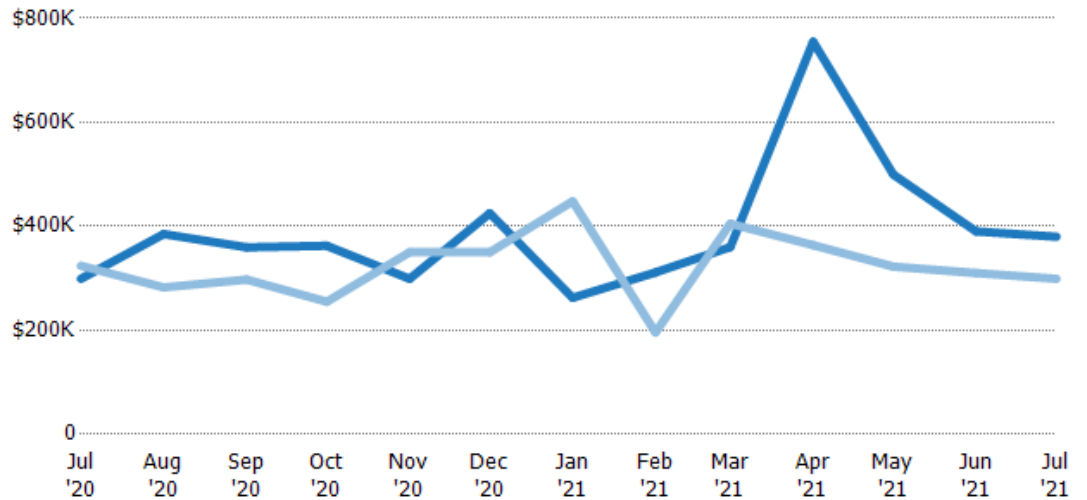
Current Year	\$381K	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$502K
Prior Year	\$304K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$196K	\$405K	\$364K	\$323K	\$357K	\$381K
Percent Change from Prior Year	25%	36%	19%	6%	7%	-13%	-42%	-100%	-9%	100%	55%	17%	32%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



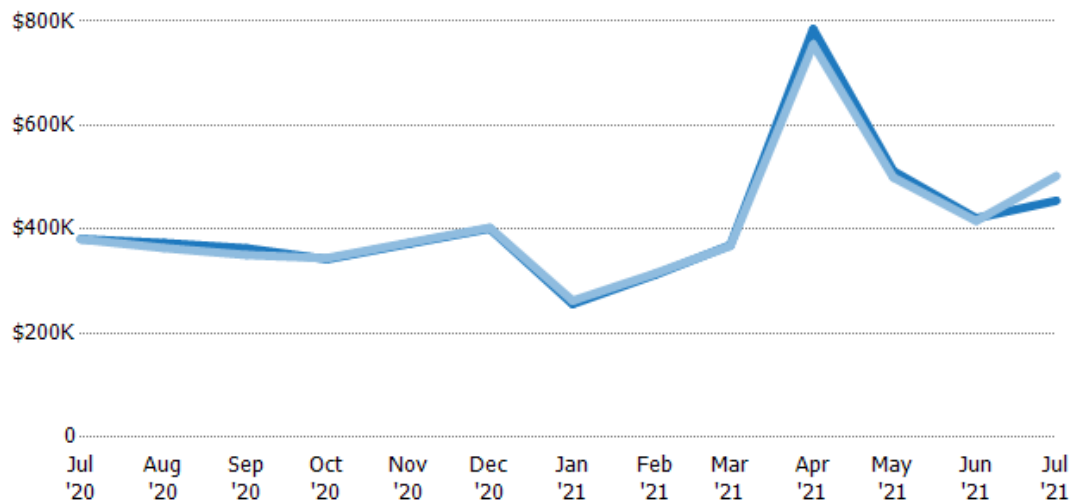
Current Year	\$299K	\$385K	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K
Prior Year	\$324K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$196K	\$405K	\$364K	\$323K	\$310K	\$299K
Percent Change from Prior Year	-8%	36%	21%	42%	-15%	21%	-41%	-100%	-11%	100%	55%	26%	27%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



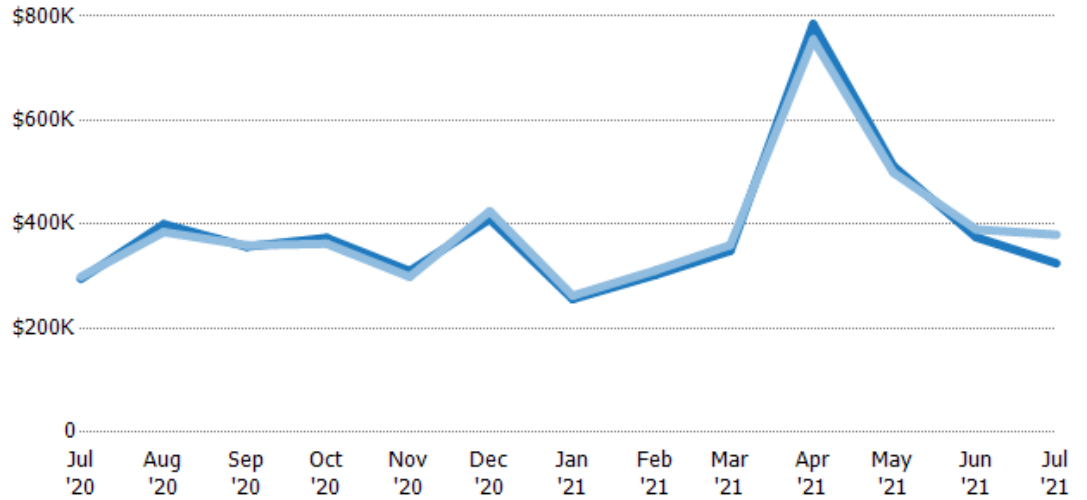
Avg List Price	\$381K	\$374K	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$455K
Avg Sales Price	\$381K	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$502K
Avg Sales Price as a % of Avg List Price	100%	97%	96%	101%	101%	100%	102%	101%	100%	96%	98%	99%	110%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

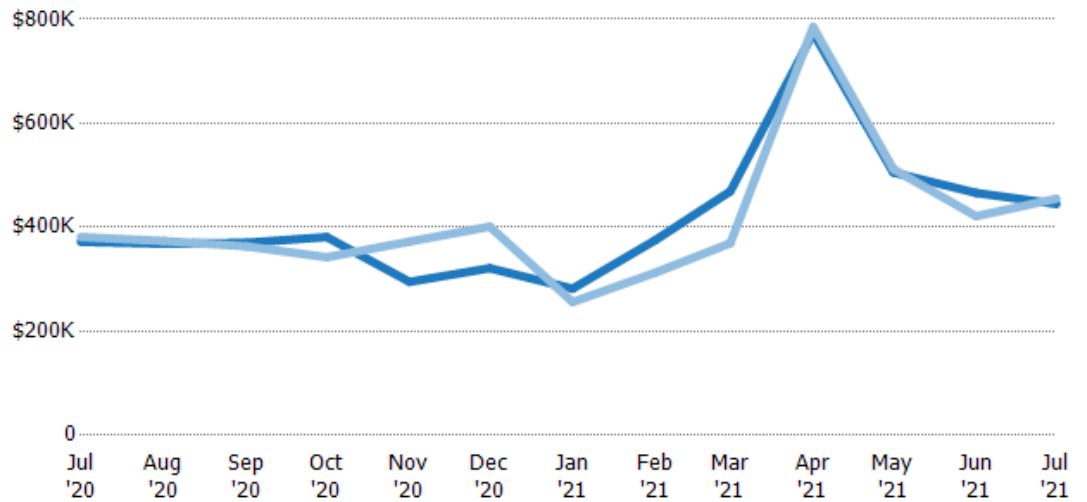


Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family

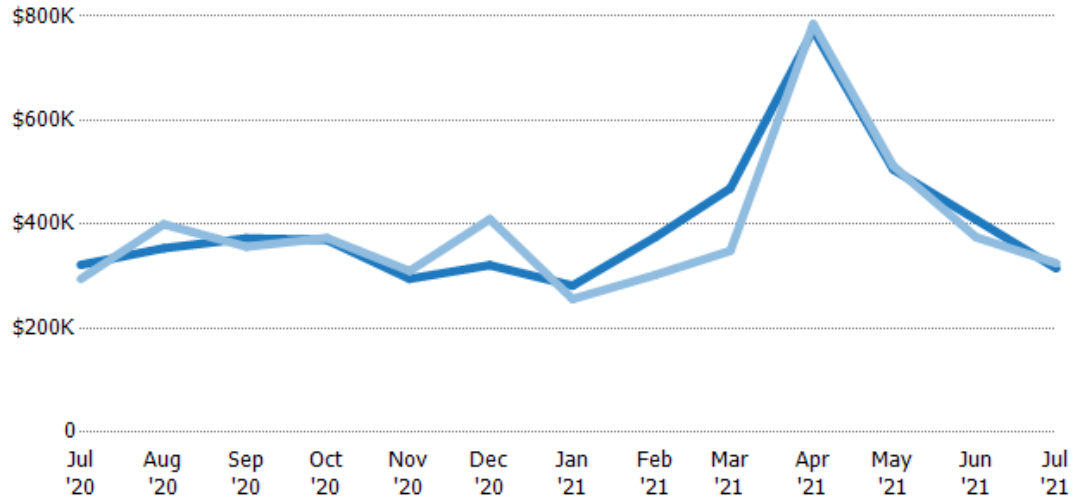


Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt., Single
Family



Median Est Value	\$322K	\$354K	\$373K	\$370K	\$295K	\$321K	\$282K	\$376K	\$469K	\$774K	\$505K	\$409K	\$315K
Median Sales Price	\$295K	\$400K	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$325K
Med Sales Price as a % of Med Est Value	92%	113%	96%	101%	105%	128%	91%	83%	74%	101%	101%	92%	103%